

## MIRA INFORM REPORT

|                      |            |
|----------------------|------------|
| <b>Report No. :</b>  | 532521     |
| <b>Report Date :</b> | 29.09.2018 |

### IDENTIFICATION DETAILS

|                                |   |
|--------------------------------|---|
| <b>Name :</b>                  | LA CASTELLANA S.A. DE C.V.  |
| <b>Registered Office :</b>     | Circuito De Envases Vacios Manzana 11 Lote 5-A, Central De Abasto, Iztapalapa Ciudad De Mexico, Ciudad De Mexico, 09040 |
| <b>Country :</b>               | Mexico  |
| <b>Date of Incorporation :</b> | 1936  |
| <b>Legal Form :</b>            | Sociedad Anonima De Capital Variable  |
| <b>Line of Business :</b>      | Subject is a wine and gourmet foods seller in Mexico  |
| <b>No. of Employees :</b>      | 50  |

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

|                        |    |
|------------------------|----|
| <b>MIRA's Rating :</b> | A+ |
|------------------------|----|

| Credit Rating | Explanation | Rating Comments  |
|---------------|-------------|--|
| A+            | Low Risk    | Business dealings permissible with low risk of default |

|                               |            |
|-------------------------------|------------|
| <b>Maximum Credit Limit :</b> | USD 80 000 |
| <b>Status :</b>               | Good       |
| <b>Payment Behaviour :</b>    | Regular    |
| <b>Litigation :</b>           | Clear      |

#### NOTES :

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

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**MEXICO - ECONOMIC OVERVIEW**

Mexico's \$2.4 trillion economy – 11th largest in the world - has become increasingly oriented toward manufacturing since the North American Free Trade Agreement (NAFTA) entered into force in 1994. Per capita income is roughly one-third that of the US; income distribution remains highly unequal.

Mexico has become the US' second-largest export market and third-largest source of imports. In 2017, two-way trade in goods and services exceeded \$623 billion. Mexico has free trade agreements with 46 countries, putting more than 90% of its trade under free trade agreements. In 2012, Mexico formed the Pacific Alliance with Peru, Colombia, and Chile.

Mexico's current government, led by President Enrique PENA NIETO, has emphasized economic reforms, passing and implementing sweeping energy, financial, fiscal, and telecommunications reform legislation, among others, with the long-term aim to improve competitiveness and economic growth across the Mexican economy. Since 2015, Mexico has held public auctions of oil and gas exploration and development rights and for long-term electric power generation contracts. Mexico has also issued permits for private sector import, distribution, and retail sales of refined petroleum products in an effort to attract private investment into the energy sector and boost production.

Since 2013, Mexico's economic growth has averaged 2% annually, falling short of private-sector expectations that President PENA NIETO's sweeping reforms would bolster economic prospects. Growth is predicted to remain below potential given falling oil production, weak oil prices, structural issues such as low productivity, high inequality, a large informal sector employing over half of the workforce, weak rule of law, and corruption. Mexico's economy remains vulnerable to uncertainty surrounding the future of NAFTA — because the United States is its top trading partner and the two countries share integrated supply chains — and to potential shifts in domestic policies following the inauguration of a new a president in December 2018.

Source : CIA

## **STATUTORY INFORMATION**

|                           |  |
|---------------------------|--|
| <b>Legal Name</b>         | LA CASTELLANA S.A. DE C.V.   |
| <b>Trade Name</b>         | GRUPO LA CASTELLANA  |
| <b>ID</b>                 | RFC  |
| <b>ID Details</b>         | CAS870820MC8   |
| <b>Creation Date</b>      | 1936   |
| <b>Incorporation Date</b> | 1987   |
| <b>Legal Address</b>      | Circuito de Envases Vacios Manzana 11 Lote 5-A,<br>Central de Abasto, Iztapalapa CIUDAD DE MEXICO,<br>CIUDAD DE MEXICO, 09040 Mexico |
| <b>Operative Address</b>  | Circuito de Envases Vacios Manzana 11 Lote 5-A,<br>Central de Abasto, Iztapalapa CIUDAD DE MEXICO,<br>CIUDAD DE MEXICO, 09040 Mexico |
| <b>Telephone</b>          | 01 55 5573 4791 / 01 55 5974 2614  |
| <b>Fax</b>                | 01 55 5573 4791 / 01 55 5974 2614  |
| <b>Legal Form</b>         | SOCIEDAD ANONIMA DE CAPITAL VARIABLE   |
| <b>E-Mail</b>             | info@lcastellana.com / direccion@lcastellana.com   |
| <b>Registered In</b>      | MEXICO   |
| <b>Website</b>            | www.lcastellana.com  |
| <b>Contact</b>            | José Sámano Güemez, President  |
| <b>Staff</b>              | 50 employees   |
| <b>Activity</b>           | Grain & Field Bean Wholesalers Beer, Wine & Distilled<br>Spirits Wholesalers   |

## **BANKS**

| <b>Name of Bank</b>          | <b>Reported Amount</b>                             |
|------------------------------|--|
| There are not informed banks |  |
| <b>Description</b>           | The company does not make its banking data public. |

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## **HISTORY**

|                         |  |
|-------------------------|--|
| <b>History</b>          | The company was founded in 1936 in Mexico. |
| <b>Key Developments</b> | NA   |
| <b>Parent Company</b>   | NA   |

## **PRINCIPAL ACTIVITY**

|                                    |  |
|------------------------------------|--|
| <b>General Description</b>         | LA CASTELLANA S.A. DE C.V. is a wine and gourmet foods seller in Mexico  |
| <b>Service/Product Description</b> | Products:<br>- Wines from around the world<br>- Special liquors<br>- Spanish sausages: serrano ham, chorizo, loin, morcón, etc.<br>- Cheese<br>- Cod throughout the year<br>- Caviar, abalone, eels and foie gras<br>- Wine accessories: RIEDEL cups, decanters, thermometers, etc.<br><br>Services:<br>-Weddings and Private Events<br>-Service to wholesale and retail centers<br>-Courses, tastings and special events<br>-Assessment of our sommeliers<br>Wholesale and Retail |
| <b>Sales</b>                       |  |
| <b>Operations Area</b>             | National   |
| <b>Imports From</b>                | Sri Lanka  |
| <b>Employees</b>                   | 50 employees   |
| <b>Payments With Suppliers</b>     | Regular  |
| <b>BRANDS</b>                      |  |
| <b>Brand</b>                       | <b>Comments</b>  |
| TORRE VIEJA                        | NA   |

|                       |    |
|-----------------------|----|
| NAVA DEL REY          | NA |
| MUNDO GOURMET         | NA |
| CASTILLO DE LA MANCHA | NA |
| ORBE                  | NA |
| FEUDO VEIDE           | NA |
| SLOVAK                | NA |

**CLIENTS**

| Name of Client | Country | Comments |
|----------------|---------|----------|
|----------------|---------|----------|

There are not informed clients

**Comments**

The company`s main clients include national companies and private customers.

**SUPPLIERS**

| Supplier Name | Country | Comments |
|---------------|---------|----------|
|---------------|---------|----------|

|                                       |           |    |
|---------------------------------------|-----------|----|
| G.P. DE SILVA & SONS<br>INTERNATIONAL | Sri Lanka | NA |
| RATHNA PRODUCERS<br>CINNAMON EXP.     | Sri Lanka | NA |
| SDS SPICES (PRIVATE )<br>LIMITED      | Sri Lanka | NA |

**Comments**

-

**LOCATION**

**Headquarters**

Circuito de Envases Vacios Manzana 11 Lote 5-A,  
Central de Abasto, Iztapalapa CIUDAD DE MEXICO,  
CIUDAD DE MEXICO, 09040 Mexico

**Branches**

The company has several locations in Mexico:

Interlomas

Avenida Jesús del Monte # 21

Hacienda de las Palmas, Estado de México

Tels. 50 8717 57 / 50 8717 62

interlomas@lacastellana.com

Coyoacán

Miguel Ángel de Quevedo, Esq.

Melchor Ocampo, Coyoacán, CDMX

Tels. (55) 5554-1170 / (55) 5554-1171

coyoacan@lacastellana.com

Tlalpan

Viaducto Tlalpan 841, Zona Hospitales

Tlalpan, CDMX

Tels. (55) 5573-4791 / (55) 5573-0113

tlalpan@lacastellana.com

Tecamachalco

Fuente de Tritones 35-B,

Lomas de Tecamachalco,

Secc. Fuentes México, Edo. de México

Tels. (55) 5294-5652 / (55) 5294-5744

tecamachalco@lacastellana.com

Lomas

Monte Altai 55, esq. Prado Norte

Lomas de Chapultepec, CDMX.

Tels. (55) 5520-8886 / (55) 5282-5823

[lomas@lacastellana.com](mailto:lomas@lacastellana.com)

Torreón

Río Pánuco 790

Esq. Boulevard Independencia

Col. Navarro

Tel. (87) 1717-7406 / (87) 1718-8783

[torreon@lacastellana.com](mailto:torreon@lacastellana.com)

Aeropuerto Monterrey Terminal "A"

Aeropuerto Monterrey Terminal "A"

Frente a reclamo de equipaje nacional

Monterrey, N.L.

Tel. (81) 23170029 al 32

[aeropuertomty@lacastellana.com](mailto:aeropuertomty@lacastellana.com)

Monterrey Valle

Calzada del Valle 390 Ote.,

Plaza Las Villas, San Pedro

Garza García, N.L.

Tel. (81) 23170029 al 32

valle@lcastellana.com

Cancún

Av. Huayacán Lte-61, Mz-141, SM-310

Zona Comercial Residencial Palmaris

y Cumbres, Cancún, Quintana Roo

Tels. (998) 886-9551 / (998) 886-9391

cancun@lcastellana.com

Querétaro Juriquilla

Boulevard de las Ciencias 200

Plaza Ihop, Juriquilla

Querétaro, Qro.

Tels. (442) 393-0385

juriquilla@lcastellana.com

Querétaro Campestre

Paseo Constituyentes 45

Esq. Argentina, Lomas de Querétaro

Querétaro, Qro.

Tel. (442) 221-5183

campestre@lacastellana.com

Mundo Gourmet San Ángel

Av. Revolución 1541

Esq. Ma. Luisa, San Ángel,

México, CDMX

Tels. (55) 5616-2162 / (55) 5616-7386

sanangel@lacastellana.com

Mundo Gourmet Pedregal

Av. de las Fuentes 556,

Jardines del Pedregal

México, CDMX

Tels. (55) 5135-4763 / (55) 5135-4753

pedregal@lacastellana.com

NA

**Industries**

## **GROUP STRUCTURE AND SUBSIDIARY COMPANIES**

|                                     |   |
|-------------------------------------|---|
| <b>Listed at the stock exchange</b> | NO  |
| <b>Capital</b>                      | NA  |
| <b>Shareholders (%)</b>             | This is a private company. The company does not disclose information on shareholders. Despite our long search, we could not confirm major holders.  |
| <b>Management</b>                   | José Sámano Güemez, President<br>Ignacio Sámano Vega, Treasurer<br>José Andrés Martín Sámano Vega, Secretary<br>Rodrigo Rodero, Director<br>Manuel Diaz Torre, Employee<br>Diego Rodero, Employee<br>Mauricio Alvarez, Employee   |
| <b>Subsidiary Companies</b>         | NA  |
| <b>Related Companies</b>            | <p>VINOS Y LICORES LA CASTELLANA, S.A. DE C.V.<br/> Viaducto Tlalpan No. 841<br/> Col. la Joya<br/> 14150 México, D.F.<br/> México</p> <p>Vinos Y Más, S.A. De C.V.<br/> Bismarck No. 5<br/> Moderna, Benito Juárez<br/> CIUDAD DE MEXICO, CIUDAD DE MEXICO, 03510<br/> Mexico<br/> +52-5556989892<br/> www.lacastellana.com</p> <p>Videmont, S.A. De C.V.<br/> Calzada del Valle No.390 Ote.<br/> Del Valle<br/> San Pedro Garza García, NUEVO LEON, 66220<br/> Mexico<br/> +52-8184005331<br/> www.lacastellana.com</p> |

## **FINANCIAL INFORMATION**

|                            |   |
|----------------------------|---|
| <b>General Description</b> | The company does not make its financial statements public. The following information has been provided by |
|----------------------------|---|

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private sources:

IMPORT FOB DOLLAR

| Year | Amount    |
|------|-----------|
| 2015 | 968,529   |
| 2016 | 1,438,592 |

EXPORT FOB DOLLAR

| Year | Amount |
|------|--------|
|------|--------|

There are not Export Fob Dollar informed

## **LEGAL FILINGS**

|                            |   |
|----------------------------|---|
| Lawsuits                   | No records found                            |
| Trademarks                 | No records found                            |
| Patents Registered         | No records found                            |
| Renewals                   | No records found                            |
| OFAC Sanctions List Search | The company is not listed in the OFAC list. |

## **SUMMARY**

|         |  |
|---------|--|
| Summary | <p>Founded in 1936, LA CASTELLANA S.A. DE C.V. is a wine and gourmet foods seller in Mexico</p> <p>The company has approximately 50 employees.</p> <p>The company mainly imports from Sri Lanka, operating within national markets.</p> <p>This has been an ACTIVE company incorporated in MEXICO in 1987.</p> |
|---------|--|

## **RISK INFORMATION**

|                       |            |
|-----------------------|------------|
| Debts                 | Controlled |
| Payments              | Regular    |
| Cash Flow             | Normal     |
| Suggested Credit Line | USD 80 000 |
| State                 | ACTIVE     |

## **INTERVIEW**

|            |  |
|------------|--|
| First Name | Miguel   |
| Position   | Operator   |
| Comments   | <p>The person contacted confirmed legal and trade name, telephone, website, email, principal activity and operations area.</p> <p>He also explained that the company has several locations in Mexico.</p> <p>He refused to provide such information as employees, shareholders and financial figures. However, she provided this email: <a href="mailto:direccion@lacastellana.com">direccion@lacastellana.com</a> for further assistance.</p> |

**FOREIGN EXCHANGE RATES**

| Currency  | Unit | Indian Rupees |
|-----------|------|---------------|
| US Dollar | 1    | INR 72.55     |
| UK Pound  | 1    | INR 94.91     |
| Euro      | 1    | INR 84.44     |
| MXN       | 1    | INR 3.87      |

**Note** : Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

|                             |     |
|-----------------------------|-----|
| <b>Analysis Done by :</b>   | PRI |
| <b>Report Prepared by :</b> | SYL |

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**RATING EXPLANATIONS**

| Credit Rating | Explanation      | Rating Comments  |
|---------------|------------------|--|
| A++           | Minimum Risk     | Business dealings permissible with minimum risk of default     |
| A+            | Low Risk         | Business dealings permissible with low risk of default         |
| A             | Acceptable Risk  | Business dealings permissible with moderate risk of default    |
| B             | Medium Risk      | Business dealings permissible on a regular monitoring basis    |
| C             | Medium High Risk | Business dealings permissible preferably on secured basis      |
| D             | High Risk        | Business dealing not recommended or on secured terms only      |
| NB            | New Business     | No recommendation can be done due to business in infancy stage |
| NT            | No Trace         | No recommendation can be done as the business is not traceable |

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)